

GRI CURRICULUM STANDARDS

NAR REQUIRED / CORE COURSES - SUGGESTED TOPICS	
<p>MARKET KNOWLEDGE 12 HOURS IN-PERSON ATTENDANCE REQUIRED</p>	<p>Neighborhood and Property Amenities Considerations for Housing Types Developing CMAs and Impact of MLS Financing Options and Home-Buying Programs Inspections and Appraisals/Valuations</p>
<p>BUSINESS SKILLS 12 HOURS IN-PERSON ATTENDANCE REQUIRED</p>	<p>How to Find Buyers and Sellers (prospecting) Buyer Services Seller Services Creating Your Niche Market Negotiations Creating and Implementing Your Brand</p>
<p>SYSTEMS & TOOLS 12 HOURS IN-PERSON ATTENDANCE REQUIRED</p>	<p>Record Retention Form Platforms and Applications Website Portals Marketing Tools Hardware and Software to Streamline Your Business</p>
<p>AVOIDING SETBACKS FINES & LAWSUITS 12 HOURS UNLESS OTHERWISE NOTED, IN-PERSON ATTENDANCE REQUIRED</p>	<p>Professional Standards Code of Ethics (COE) - Must complete minimum of 2.5 hours of ethics training within three-year-cycle. Can be taken online. Check your COE status: https://www.nar.realtor/my-account Fair Housing: REALTORS are required to complete Fair Housing/Anti-Bias Training upon becoming a member & every 3 years thereafter, coinciding with the COE timeline. Course options include: AHWD, Bias Override, Fairhaven Simulation Can be taken online. Contract to Close - Includes Montana Forms & Legal Update Courses Risk Management - Includes Supervising Broker Enhancement Course (4 CORE + 4 Elective), & Pre-Endorsement Course (8 CORE). Does NOT include the Update course. Agency Relationships Advertising</p>



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LOCAL ASSOCIATION COURSES	GRI approved Local Association Courses: Unless noted otherwise, IN-PERSON ATTENDANCE REQUIRED.
GRI ANNUAL CONFERENCE	Must attend a minimum of 2 in-person annual conferences within 5 years of starting
IN-PERSON ATTENDANCE	MAR CORE & ELECTIVE TOPICS
LOCAL ASSOCIATION COURSES	See MAR GRI-APPROVED Local Association Courses: https://www.montanarealtors.org/education/graduate-realtor-institute-gri/
MAR BUSINESS MEETINGS	Educational course/s offered at MAR State Meetings (January-April-September)
SUPERVISING BROKER ENHANCEMENT COURSE	Can be applied towards 4 Hrs. CORE and 4 Hrs. ELECTIVE
ONLINE/HYBRID ALLOWED	NAR ELECTIVE SUGGESTED TOPICS
MARKET KNOWLEDGE	Effects of Entertainment & Proximity to Property Values Title Insurance
RUNNING YOUR BUSINESS	Cultural Diversity Creating a Support Structure Giving Back
ONLINE/HYBRID ALLOWED	ADDITIONAL NAR APPROVED ELECTIVE COURSES If you have started a NAR Course in 2025
NAR DESIGNATIONS & CERTIFICATIONS	ABR - CIPS - GREEN - SRES AHWD - ePRO - HFR - MRP - PSA - RSPS - SFR
CERTIFICATE COURSES	Bias Override - Buyers by Generation - Corporate Relocation - Marketing Strategy & Lead Generation - New Home Construction & Buyer Representation - Planning & Zoning Resources - Real Estate Investing
INSTITUTES, SOCIETIES & COUNCILS	NAR APPROVED AFFILIATED ORGANIZATIONS
CCIM INSTITUTE	Certified Commercial Investment Member: https://www.ccim.com/
CRE	Counselors of Real Estate: https://cre.org/
IREM	Institute of Real Estate Management: Premier Property Management Certification: https://www.irem.org/
REBI	RENE - C-RETS - REPA - SRS - CRB - AI POWERED - MARKETING THE LISTING - THE RIGHT START
RLI	REALTORS Land Institute: https://www.rliland.com/
RRC /CRS	Residential Real Estate Council: Certified Residential Specialist https://www.crs.com/membership/local-rrc/catalog/?montana
WOMEN'S COUNCIL OF REALTORS	Effective Negotiating for Real Estate Professionals Networking & Referrals: Building Business & Profit The Business of Your Business: Formula, Financials, Function & Freedom Leadership Excellence